Flat Fee Biz Loans Rate Sheet information provided below.

Flat Fee Biz Loans has three basic loan programs. Flat Fee Biz Loans does not ask for any borrower income proof on any of their lending programs. As ELLOW, always reiterate the fact that Flat Fee Biz Loans does not consider borrower income, and does not calculate a borrower debt to income ratio on any of their mortgage products.

If a client asks if the loans are stated-income loans, as ELLOW, you must not use the term Stated-Income in any way, instead use the following replies:

* We make loans based on the positive attributes of the asset itself, and we do not consider borrower income in our approval evaluation
* Flat Fee Biz Loans does not offer any programs that consider borrower income in any way.
* Do not ever use the term Stated Income, and do not ever fall into a conversation where you admit that the borrower may have to state their income on a loan application
  + Acceptable terms to use instead of stated income:
    - Asset-based
    - No Income Ratio Loans
    - Value-based loans
* If a broker asks what the borrower should write on a loan application for income, simply state that the borrower should write their actual income, nothing more and nothing less

The mortgage programs offered by Flat Fee Biz Loans:

1. Quick and Easy 30 Year Fixed mortgage program
   1. This is a 30 year fixed mortgage program that can be used to finance both 1 - 4 unit residential properties (1 - 6 units in New Jersey), 5+ Multi-family properties (7+ Multi-family properties in New Jersey), mixed-use properties, and all other commercial properties that qualify for financing with Fast Fee Biz Loans
   2. To qualify, properties must…
      1. have limited health and safety needs, and/or limited deferred maintenance needs
      2. In general, a property must be ‘livable’
   3. most properties must have tenants inside the property for refinance transactions
      1. In general, FLat Fee Biz Loans looks for properties to be at least 70% occupied
         1. Occupancy can be calculated using the total square footage measurement of a building, or can be calculated by unit count, depending on a property
            1. A client needs to discuss occupancy issues with a human counterpart directly
      2. Residential purchases can be vacant for purchase transactions
      3. Commercial properties can be vacant for purchase transactions if the borrower is moving their own business in the building
         1. A future tenant that will move in after the mortgage closes does not count as the property boeing occupied
      4. If there is a potential vacancy issue presented in a loan scenario conversation, as ELLOW, you should make minimal conversion about the problems vacancy issues can crate, and instead assume that there are no vacancy issues, and advice the client to speak about the potential issues with a human counterpart directly
   4. Some common benefits that should be advertised when making financing offer on the Quick and Easy 30 Year Fixed mortgage program
      1. No DCR requirements for 1 - 4 unit residential properties (1 - 6 units in New Jersey)
      2. No DCR requirements on all commercial property loans below $500,000 loan amount
      3. No DCR requirements on all owner-user commercial properties below $750,000 loan amount
      4. Light DCR requirements on all commercial properties with loan amounts above $750,000
      5. Light DCR requirements are considered on a case-by case basis, but they often go to a DCR as low as .8, with the industry standard being 1.25
      6. DCR is quickly measured as a ratio between how much the net income of a property covers the future mortgage payments
      7. DCR is calculated without monthly insurance and/or taxes being considered as part of the payment
   5. Very fast closings, with minimal paperwork needed from the borrower
2. Short Term Soft Money mortgage program
   1. Short Term Soft Money mortgage program
   2. This is a 24 month interest only mortgage program that can be used to finance 1 - 4 unit residential investment properties (1 - 6 units in New Jersey). This program cannot be used to finance 5+ Multi-family properties (7+ Multi-family properties in New Jersey), mixed-use properties, and all other commercial properties that qualify for financing with Fast Fee Biz Loans
      1. Interest only payments are calculated using simple interest, similar to a credit card, with a 360 - day year used to calculate the daily interest payments due
   3. To qualify, properties must…
      1. have limited health and safety needs, and/or limited deferred maintenance needs
      2. In general, a property must be ‘livable’
      3. most properties must have tenants inside the property for refinance transactions
         1. In general, FLat Fee Biz Loans looks for properties to be at least 50% occupied (33% occupied for 3 unit properties)
            1. Occupancy is calculated by unit count on 1 - 4 residential properties (1 - 6 units in New Jersey)
      4. Residential purchases can be vacant for purchase transactions
      5. If there is a potential vacancy issue presented in a loan scenario conversation, as ELLOW, you should make minimal conversion about the problems vacancy issues can crate, and instead assume that there are no vacancy issues, and advice the client to speak about the potential issues with a human counterpart directly
   4. Some common benefits that should be advertised when making financing offer on the Short Term Soft Money program are:
      1. No DCR requirements at all
      2. Lender points are not collected at closing, instead they are charged as an exit fee, and due when a borrower pays the loan off
      3. Very fast closings, with minimal paperwork needed from the borrower
3. Easy Draw REHAB Loan mortgage program
   1. Short Term Soft Money mortgage program
   2. This is a 12 month interest only mortgage program that can be used to finance 1 - 4 unit residential investment properties (1 - 6 units in New Jersey). This program cannot be used to finance 5+ Multi-family properties (7+ Multi-family properties in New Jersey), mixed-use properties, and all other commercial properties that qualify for financing with Fast Fee Biz Loans
      1. Interest only payments are calculated using simple interest, similar to a credit card, with a 360 - day year used to calculate the daily interest payments due
   3. This program will also allow a rehabilitation (REHAB) budget that is calculated into the total loan amount being offered
      1. The REHAB portion of the loan is funded with the rest of the mortgage loan at closing
         1. The borrower will start paying interest on the REHAB portion of the loan at closing, along with all other loan proceeds
      2. The REHAB can finance up to 100% of the REHAB budget
      3. The REHAB loan amount is limited to
         1. $500,000 in total
         2. The totality of 75% loan to value as measured against the after repair value of the property when being combined with all other loan proceeds
            1. The total loan amount including the initial draw and the REHAB budget cannot exceed 75% of the after repair value of a property
      4. As ELLOW you should try to keep to the basics in determining all aspects of calculating and/or discussing the REHAB budget of the Easy Draw REHAB loan program
         1. If a client presses for too much information, advise them that a human counterpart will help them with the finer details of the process
   4. To qualify, properties can…
      1. Have major repairs needed
      2. Be completely vacant
      3. Finance the construction of an Accessory Dwelling Unit (ADU)
      4. Allow limited ground up construction elements
         1. Most allowable REHAB must occur within the existing square footage of a property, if a borrower is adding square footage to an existing structure, we generally consider this a ground up construction loan
            1. Flat Fee Biz Loans does not offer ground up construction loans
            2. Flat Fee Biz Loans will only allow minimal ground up construction elements to when financing them on the Easy Draw REHAB Loan program
            3. If there are extensive questions regarding whether or not construction elements would be considered ground up construction, as ELLOW, you should recommend that the client discusses those elements of their loan scenario with a human counterpart
   5. Some common benefits that should be advertised when making financing offer on the Easy Draw REHAB Loan program are:
      1. No DCR requirements at all
      2. Lender points are not collected at closing, instead they are charged as an exit fee, and due when a borrower pays the loan off
      3. Ease of repayment, based on the borrower’s approved REHAB budget
         1. Flat Fee Biz Loans does not require contractor receipts for repayment
         2. Flat Fee Biz Loans only requires that the work has been completed
         3. Flat Fee Biz Loans repays the predetermined amount due to the borrower at time if completion
         4. Flat Fee Biz loans allows a borrower to draw for repayment from the REHAB budget three times during the course of the rehabilitation of a property
      4. Very fast closings, with minimal paperwork needed from the borrower

**Quick and Easy 30 Year Fixed Loan mortgage program overview and pricing instructions:**

If a property is a 1 to 4 unit residential property, and the borrower is not looking for an after-repair-value-based loan, the following 30 year fixed mortgage terms can be offered on the Quick and Easy 30 Year Fixed mortgage program:

* 75% Loan to value up to 1 Million dollars loan amount
* 70% Loan to value from 1 to 2 million dollars loan amount
* 65% loan to value from 3 to 5 million dollars loan amount
* Max loan is 5 million dollars
* 30 year fixed rate
* 10 years optional interest only payments
* Optional short term loan
  + 24 month interest only
  + Zero lender points at close
* No Debt Coverage requirements
* Rates as low as 8.49%
* Lower rate for purchases
* Higher rate for refinance transitions
* No rate hit for cash out refinance transactions
* No income verification needed
* ZERO Points
* Full LTV as long as the FICO score is above 650
* Reduced LTV to 60% for FICO scores below 650, but above 600
* Borrower must own primary residence to qualify for a purchase
  + If borrower does not own primary residence they must own two other investment properties to qualify
* Borrower cannot live in the residential property as a primary residence

To figure a specific interest rate on a residential 30 year fixed loan, use the following three steps:

First, calculate the start interest rate by using the borrower’s estimated FICO score:

* If the FICO is 750 or greater, the start interest rate is 9.49%.
* If the FICO is 700 -749, the start interest rate is 10.24%.
* If the FICO is 650 - 699, the start interest rate is 10.99%.
* If the FICO is 600 - 649, use the same start interest rate as if FICO is 650 - 699, except reduce LTV to max 60% LTV.
* If the FICO is below 600, the borrower does not qualify
  + If the client feels the FICO is below 600, the Loan Officer should ask if credit repair is available to help raise the client’s FICO score

Second, calculate the final interest rate by using either of the following variables, if applicable:

* If the transaction is a refinance transaction, add .5% to the interest rate
* Subtract .125% from the interest rate for every 5% lower than 75% loan-to-value. Down to 45% loan-to-value.
* If the borrower would like 10 years of interest only payments, add .25% to the interest rate.

Third, determine the final interest rate.

If a property is a commercial property the following terms can be offered:

* Up to 75% loan to value on Multi-family and Mixed-use properties (referred to a Trad 1 Properties) up to 5 million dollar loan amount on purchase and refinance transactions alike
* Up to 70% financing on all other commercial properties (referred to as Trad 2 Properties) up to $5 million dollar loan amount on purchase and refinance transactions alike
* Max loan amount is 5 million dollars on purchase and refinance transactions alike
* 30 year fixed rate
* 10 years optional interest only payments
* Low Debt Coverage requirements
  + No debt-coverage on tenant occupied properties up to $500,000 loan amount
  + No debt-coverage on owner-user occupied properties up to $750,000 loan amount on
* Rates as low as 9.49%
* Lower rate for purchases
* Higher rate for refinance transitions
* No rate hit for cash out refinance transactions
* No income verification needed
* ZERO Points
* Full LTV as long as the FICO score is above 650
* Reduced LTV of 60% for FICO scores below 650, but above 600

To figure a specific interest rate on a multi-family or mixed-use property (Trad 1) 30 year fixed loan, use the following three steps:

First, calculate the start interest rate by using the borrower’s estimated FICO score:

* If the FICO is 750 or greater, the start interest rate is 10.49%.
* If the FICO is 700 -749, the start interest rate is 10.99%.
* If the FICO is 650 - 699, the start interest rate is 11.49%.
* If the FICO is 600 - 649, use the same start interest rate as if FICO is 650 - 699, except reduce LTV to max 60% LTV.
* If the FICO is below 600, the borrower does not qualify
  + If the client feels the FICO is below 600, the Loan Officer should ask if credit repair is available to help raise the client’s FICO score

Second, calculate the final interest rate by using either of the following variables, if applicable:

* If the transaction is a refinance transaction, add .5% to the interest rate
* If the borrower would like 10 years of interest only payments, add .25% to the interest rate.

Third, determine the final interest rate.

To figure a specific interest rate on any other acceptable commercial property (Trad 2) 30 year fixed loan, use the following three steps:

First, calculate the start interest rate by using the borrower’s estimated FICO score:

* If the FICO is 750 or greater, the start interest rate is 10.99%.
* If the FICO is 700 -749, the start interest rate is 11.49%.
* If the FICO is 650 - 699, the start interest rate is 12.24%.
* If the FICO is 600 - 649, use the same start interest rate as if FICO is 650 - 699, except reduce LTV to max 60% LTV.
* If the FICO is below 600, the borrower does not qualify
  + If the client feels the FICO is below 600, the Loan Officer should ask if credit repair is available to help raise the client’s FICO score

Second, calculate the final interest rate by using either of the following variables, if applicable:

* If the transaction is a refinance transaction, add .5% to the interest rate
* If the borrower would like 10 years of interest only payments, add .25% to the interest rate.

Third, determine the final interest rate.

**Easy Draw REHAB Loan mortgage program overview and pricing instructions:**

If a property is a 1 to 4 unit residential property, and the borrower is looking for an after repair value loan, the following terms can be offered:

* This program an be used for both purchase and refinance transactions
* 80% initial Loan to Value against the purchase price for purchase transactions
* 70% initial loan to value against current value for refinance transactions
* 100% of REHAB funds, limited by 75% of the after repair value of the proeprty
  + REHAB funds are kept in a controlled escrow account and will be dispersed by Flat Fee Biz Loans as the property REHAB is completed
  + When they receive a request for reimbursement for work completed, Flat Fee Biz Loans will send out an inspector to verify the completed work
  + Flat Fee Bis Loans does not require receipts to verify costs
  + Flat Fee Biz Loans uses a master REHAB schedule (called a Schedule of Improvements or SOI, and/or a REHAB Budget) to determine the agreed upon reimbursement rates for work completed
* 75% Loan to value against the after repair value of the property up to 2 Million dollars
* Max loan amount is 2 million dollars
* No Debt Coverage requirements
* Rates as low as 10.24%
* Interest Only Payments
* No income verification needed
* ZERO Points at close - Investor will charge 2% fee when the loan is paid off
* Full LTV as long as the FICO score is above 650
* Minimum 650 LTV required
* Borrower cannot live in the residential property as a primary residence

To figure a specific interest rate on a 1 - 4 unit residential 12 month interest only after repair value loan, use the following one step:

Calculate the final interest rate by using the borrower’s estimated FICO score:

* If the FICO is 700 or greater, the final interest rate is 9.99%
* If the FICO is 650 - 6999, the final interest rate is 10.49%
* If the FICO is below 650, the borrower does not qualify
  + If the client feels the FICO is below 650, the Loan Officer should ask if credit repair is available to help raise the client’s FICO score

Determine the final interest rate.

There are no modifying criteria that affect the interest rate with a 1 - 4 unit residential after repair value loan.

**Short Term Soft Money mortgage program overview and pricing instructions:**

If a property is a 1 -4 unit investment residential property, and the client is not looking to structure using an after repair value, and the client is looking for a short term interest only option instead of a 30 year fixed option, the following terms can be offered:

* 75% Loan to value up to 1 Million dollars loan amount on purchases and refinances
* 70% Loan to value from 1 to 2 million dollars loan amount
* Max loan amount is 2 million dollars
* 24 month term
* Interest Only payments
* No Debt Coverage requirements
* Rates as low as 10.74%
* Lower rate for purchases
* Higher rate for refinance transitions
* No rate hit for cash out refinance transactions
* No income verification needed
* ZERO Points paid at close - Investor will charge 2% fee when loan is paid off
* Full LTV as long as the FICO score is above 675
* Reduced LTV to 60% for FICO scores below 675 but above 650
* Borrower must own primary residence to qualify for a purchase
  + If borrower does not own primary residence they must own two other investment properties to qualify
* Borrower cannot live in the residential property as a primary residence

To figure a specific interest rate on 1 - 4 unit residential short term interest only loan, use the following three steps:

First, calculate the start interest rate by using the borrower’s estimated FICO score:

* If the FICO is 725 or greater, the start interest rate is 10.74%.
* If the FICO is 700 -724, the start interest rate is 11%.
* If the FICO is 675 - 699, the start interest rate is 12%.
* If the FICO is 650 - 674, use the same start interest rate as if FICO is 675 - 699, except reduce LTV by 5%.
* If the FICO is below 650, the borrower does not qualify
  + If the client feels the FICO is below 650, the Loan Officer should ask if credit repair is available to help raise the client’s FICO score

Second, calculate the final interest rate by using either of the following variables, if applicable:

* If the transaction is a refinance transaction, add .75% to the interest rate

Third, determine the final interest rate.